



Washtenaw County Residential Market Report

July/2009 through September/2009

Community	Under \$100,000			\$100,000-\$199,999			\$200,000-\$299,999			\$300,000-\$399,999			\$400,000-\$499,999			\$500,000-\$599,999			\$600,000 +			Total		
	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup	Sales	For Sale	Mths Sup
ANN ARBOR	20	16	3.0	108	171	5.9	119	163	5.1	44	80	6.8	18	54	11.2	17	43	9.5	16	109	25.5	342	636	7.0
CHELSEA	6	9	5.6	14	68	18.2	7	43	23.0	3	27	33.7	2	5	9.4	0	3	* 0.0	0	9	* 0.0	32	164	19.2
DEXTER	2	7	13.1	24	45	7.0	10	81	30.3	6	42	26.2	4	33	30.9	2	12	22.5	4	29	27.1	52	249	17.9
LINCOLN	45	31	2.6	71	124	6.5	3	42	52.4	0	11	* 0.0	0	0	0.0	0	1	* 0.0	0	1	* 0.0	119	210	6.6
MANCHESTER	4	12	11.2	5	41	30.7	3	21	26.2	0	5	* 0.0	1	4	15.0	0	2	* 0.0	0	6	* 0.0	13	91	26.2
MILAN	18	24	5.0	12	52	16.2	1	18	67.4	0	4	* 0.0	1	0	* 0.0	0	2	* 0.0	0	0	0.0	32	100	11.7
SALINE	5	1	0.8	33	58	6.6	26	82	11.8	15	66	16.5	7	41	21.9	3	11	13.7	3	33	41.2	92	292	11.9
VAN BUREN	70	63	3.4	77	173	8.4	14	73	19.5	0	18	* 0.0	0	3	* 0.0	0	1	* 0.0	0	7	* 0.0	161	338	7.9
WHITMORE LAKE	6	14	8.7	11	38	12.9	6	26	16.2	0	3	* 0.0	0	1	* 0.0	0	1	* 0.0	0	7	* 0.0	23	90	14.7
WILLOW RUN	67	95	5.3	12	54	16.9	1	3	11.2	0	0	0.0	0	0	0.0	0	0	0.0	0	1	* 0.0	80	153	7.2
YPSILANTI	69	90	4.9	36	93	9.7	2	14	26.2	0	2	* 0.0	0	1	* 0.0	0	0	0.0	0	1	* 0.0	107	201	7.0
Total:	312	362	4.3	403	917	8.5	192	566	11.0	68	258	14.2	33	142	16.1	22	76	12.9	23	203	33.0	1053	2524	9.0
Previous Year:	274	514	7.0	426	1235	10.9	240	774	12.1	99	277	10.5	51	153	11.2	15	90	22.5	27	223	30.9	1132	3266	10.8

Seller's Market
2 months or less supply of homes
Normal Market
3-6 months supply of homes
Buyer's Market
Over 6 months supply of homes

In a Seller's market, Buyers must still be willing to act quickly with a strong offer. For sellers, gauge your negotiating strength by the number of showings you are getting.

Watch market conditions. Normal markets tend to be a short term transition towards either a buyer or seller market. Reevaluate your marketing strategy and price every 30 days.

In a Buyer's market, balance the best combination of price and terms to insure your home is sold in an acceptable time frame. If there is an 18 month supply of homes, make sure your home sells in month 1 not month 18.

Months Supply Computed With A Seasonal Multiplier

The Months Supply number is naturally higher in the slower months (winter) and lower in the spring and summer. To smooth out those fluctuations, the Months Supply number is seasonally adjusted for "apples to apples" quarterly comparisons.

* Seller's Market - None for sale this period in area and price range

* Buyer's Market - No sales this period in area and price range